**11 Opener Page 129 AUDIOSCRIPT**

Upper Intermediate Student’s Book

Life

2.30

We rely on our intuition all the time. Let me give you a couple of examples. Imagine you’re going to buy a second-hand car. You have a basic grasp of car mechanics. So, first you consult an authority on the subject … like a motoring magazine. You do a bit of research to find out what the best kind of car is, and try to pick up some tips from experts and journalists. Then you study the facts about the car – how big the engine is, how economical it is and so on – and make some reasoned judgements from the information you read about whether it’s a suitable car for you or not. In other words, you process the information.

But when it actually comes down to buying a particular car from a particular person, then … in the end you have to trust your instinct or gut feeling. Do I trust this person? Is a car of this age going to give me any trouble? No one else can answer these questions. And that’s how it is with many situations in life. Our knowledge is rarely perfect enough to mean we can make a purely objective decision.